

# TENNESSEE REGULATORY AUTHORITY

Sara Kyle, Chairman  
Lynn Greer, Director  
Melvin Malone, Director



460 James Robertson Parkway  
Nashville, Tennessee 37243-0505

November 14, 2000

TRANSMITTED VIA FAX

(770) 232-9208 / ORIGINAL TO FOLLOW VIA U.S. MAIL

Mr. Lance J.M. Steinhart  
Attorney At Law  
6455 East Johns Crossing, Suite 285  
Duluth, Georgia 30097

RE: 360networks (USA) inc. (00-00860)

Dear Mr. Steinhart:

The *Tennessee Regulatory Authority* requests the following information regarding the Application of 360networks (USA) inc. (hereafter "360networks" or "Applicant") for a Certificate of Public Convenience and Necessity to provide competing local exchange and interexchange telecommunications services in the State of Tennessee pursuant to TCA §65-4-201:

**Managerial Requirements (2<sup>nd</sup> request):**

Provide the following managerial information of the Applicant:

1. Degrees: (BS, BA, MBA, etc.) accounting, engineering, etc. of the executive management personnel.
2. Professional licenses: CPA, etc. of the executive management personnel.

**Technical Requirements (2<sup>nd</sup> request):**

Provide the following technical information of the Applicant:

1. Where will the Applicant anticipate the location of the switches will be located? i.e., cities.

**Financial Requirements (2<sup>nd</sup> request):**

Provide the following financial information of the Applicant:

1. A more detailed projected financial statements (three years): (Balance Sheet, Income Statement, and Statement of Cash Flows).
2. A three year capital expenditures budget that includes the following: equipment to be deployed; cost of equipment; and sources of funding the Tennessee network, equipment, and UNEs: cash, loan commitments, vendor credits, letters of credit, etc. (complete detail).

POSTED  
11-14-00

Please submit the requested information by October 29, 2000. If you have any questions, please contact this office at (615) 741-2904 (ext. 132).

Sincerely,

A handwritten signature in black ink, appearing to read "D. Waddell", with a stylized, cursive script.

David Waddell  
Executive Secretary

C: David Love ("360networks")